

Message Text

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PAGE 01 PARIS 06735 241855Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 NEA-10 /031 W
-----023100 241955Z /47

P R 241845Z FEB 78
FM AMEMBASSY PARIS
TO USDOC WASHDC PRIORITY
AMEMBASSY AMMAN PRIORITY
INFO SECSTATE WASHDC 7562
AMEMBASSY ATHENS
AMEMBASSY LONDON

UNCLAS PARIS 06735

USDOC

E.O. 11652: N/A
TAGS: BEXP, EAIR, FR, JO
SUBJECT: BUSINESS ASSISTANCE: COHEN, MAX

ATHENS FOR KINNEAR

FOREIGN COMMUNICATIONS: PLEASE NOTIFY PETER HALE, CAGNE
AND MERRITT FREEMAN, MAJOR PROJECTS

1. SUMMARY. MR. MAX COHEN, PARIS REPRESENTATIVE OF
BOWRING GROUP, LONDON, CONTACTED EMBASSY FOR ASSISTANCE
IN OBTAINING NAMES OF U.S. MANUFACTURERS OF AIRPORT
COMMUNICATION SYSTEMS FOR PROJECT AT QUEEN ALIA AIRPORT,
AMMAN. INVITATION TO BID EXPECTED LATE THIS WEEK OR
EARLY NEXT WEEK ON PROJECT EXPECTED TO BE WORTH UPWARDS
OF 10 MILLION DOLLARS. POST WOULD APPRECIATE ASSISTANCE
IN PROVIDING NAMES OF APPROPRIATE, INTERESTED FIRMS TO
COHEN ASAP.

2. POST CHECKED BONE FIDES OF COHEN THROUGH AMEMBASSY
LONDON. BOWRING, A MAJOR CONCERN WHICH DEALS IN MIDDLE
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PAGE 02 PARIS 06735 241855Z

EAST, VERIFIED COHEN IS PARIS REPRESENTATIVE.

3. COHEN INDICATED THAT PARTICIPANTS IN BID WILL BE
ALLOWED ONE MONTH TO PRESENT PREQUALIFICATION
DOCUMENTS. RESULTS WILL APPEAR 2-3 MONTHS AFTER CLOSING
DATE. SPECIFICATIONS WERE PREPARED BY TAMS/USA LAST
YEAR BUT THE UPGRADING WAS COMPLETED BY MINISTRY

CONCERNED TECHNICIANS. POST HAS NO FURTHER BACKGROUND ON PROJECT, EXCEPT THAT COHEN SEEMS REASONABLY ASSURED OF HIS CONTACTS IN JORDAN AND THEREFORE ASSUMES U.S. MANUFACTURER WILL PREFER TO DEAL THROUGH BOWRING. POST WOULD APPRECIATE COMMENT FROM AMEMBASSY AMMAN.

4. BREAKDOWN OF PROJECT, ACCORDING TO COHEN'S ADVANCE INFORMATION TO INCLUDE ANY OR ALL OF FOLLOWING ITEMS:

- A) METEROLOGICAL AND ASSOCIATED WEATHER EQUIPMENTS
- B) AIR TRAFFIC CONTROL SYSTEMS:
 - ATC DESK EQUIPPED WITH RADI CHANNELS
 - DIRECT LINES, INTERCOMM MET EQUIPMENT, MONITORING ISS-VOR-DME-NOB
 - CABLES AND WIRES
 - VHF-UHF RADIO AIR TO GROUND
 - FOUR MICROWAVE LINK
 - TELEPRINTERS PLUS EQUIPMENT
 - THREE MULTICHANNEL RECORDER
- C) NAVIGATIONAL AIDS-SUPPLY-INSTALL-TEST-GUARANTEE (ICAO) STANDARD (TURN KEY JOB)
- D) GROUND COMMUNICATION/COMPLETE SYSTEM (CABLE N WIRES ETC.)
- E) PUBLIC ADDRESS SYSTEM
 - CLOSED CIRCUIT T V
 - SURV SYSTEM COMPLETE
- F) COMPLETE AIRFIELD LIGHTING SYSTEM CAT 2

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PAGE 03 PARIS 06735 241855Z

- SUPPLY-INSTALL-TEST-GUARANTEE (TURN KEY JOB)
 - RUNWAY EDGE LIGHT
 - RUNWAY LINE LIGHT
 - RUNWAY TOUCH DOWN ZONE
 - APRON FLOOD LIGHTS
 - THREE VASI
- G) CONTROL TOWER CAP 35M ABOVE GROUND LEVEL.

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, ELECTRONIC EQUIPMENT, COMMUNICATION LINES, AIRPORTS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978PARIS06735
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780086-0738
Format: TEL
From: PARIS
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780216/aaaaanje.tel
Line Count: 103
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 62c238d0-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3486192
Secure: OPEN
Status: NATIVE
Subject: BUSINESS ASSISTANCE: COHEN, MAX ATHENS FOR KINNEAR FOREIGN COMMUNICATIONS: PLEASE NOTIFY PETER HALE
TAGS: BEXP, EAIR, FR, JO, (COHEN, MAX)
To: COM AMMAN
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/62c238d0-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014